

TOP 50 INVESTMENT AGENTS

31 PAUL WILLIAMS MORGAN WILLIAMS

Paul Williams, joint founder of Mayfair-based agency Morgan Williams, bought the Fort retail scheme in Birmingham for £90m for BA Pension Fund, Henderson and Clerical & Medical. But he says the transaction he is most proud of is the purchase of 98-108 King's Road, London, for Threadneedle to Tesco 14 years ago. On that deal he met co-founder Mark Morgan and they established the idea of teaming up. Some of Williams' key clients are Henderson Global Investors and the BA Pension Fund. He is a Welsh rugby fan and often spends time at Barnes Rugby Club.

32 ALASTAIR GRAHAM-CAMPBELL KNIGHT FRANK

Alastair Graham-Campbell has bought and sold properties for clients such as Tiger Developments, including the sale of its £90m office portfolio to Threadneedle in 2006. As one of his biggest clients, the head of Knight Frank's portfolio team estimates he has carried out more than £500m of purchases and sales for the company over the years.

33 MARK MORGAN MORGAN WILLIAMS

Mark Morgan was working for Healey & Baker when he met Morgan Williams co-founder Paul Williams 14 years ago. His background before that was in retail and one of his key clients is Tesco. Last year he sold Topland's 50% stake in a £1bn joint venture with Tesco, which held 33 stores and two distribution units. He enjoys a wide range of sports, including sailing, windsurfing, golf and rugby.

34 CLIVE BULL CUSHMAN & WAKEFIELD

As head of central London retail investment at Cushman & Wakefield, Clive Bull (below) last year sold a block on London's Oxford Street to Irish investors for £130m and was involved in the deal to expand Louis Vuitton's flagship store on Bond Street. He says he makes his decisions as if he were investing his own money – a pleasant dream seeing as most of his clients are rich individuals, both from the UK and overseas.



35 ANDRE JAMES COLLIERS CRE

In the last two years Andre James has helped Multi Development achieve £350m of funding for its proposed Southgate shopping centre in Bath and was involved in the £240m purchase of the Gyle Shopping Centre in Edinburgh by William Ewart. As head of national investment at Colliers CRE, James's clients, which include ING, Teesland, Hermes and Legal & General, keep him busy, as do the triathlons he does in his spare time. In 2007 and 2008 he aims to complete six.

36 JEFF ELLIS LEWIS ELLIS

Jeff Ellis, who co-founded Lewis Ellis in 1993, has Scottish Widows and Prupim as some of his main clients. He has been involved with several retail transactions over the years, including the sale of City Centre House in Birmingham for Prupim for more than £160m and Vicar Lane in Chesterfield for around £60m within the last few weeks. He puts his success down to the exceptional team at Lewis Ellis, as well as his 25 years in the business.

37 ANDY BARRS BARRS FREER SMITH

Andy Barrs acts mainly for Israeli investor Igal Ahouvi, who last year teamed up with Quinlan Private in the deal for 47 Marriott hotels worth around £1.1bn. He has also completed purchase and leasebacks for Deutsche Telekom worth £200m. The Barrs Freer Smith director also runs charity Whatever The Need, which started in 1996 and sponsors health and sanitation projects in Africa and India.

38 PETER TRINDER NB REAL ESTATE

The director of the London West End investment team at NB Real Estate places the £421m purchase of the Covent Garden Market portfolio as his favourite deal. If not in property, Peter Trinder (right) thinks he would have been in the armed forces. His colleagues think he would have been a policeman. But having spent 23 years in the West End property market, Trinder enjoys property more than anything else.



39 SCOTT TYLER ALLSOP

Last November Scott Tyler sold F&C's £40m portfolio, Aspire, to Cheval. He joined Allsop as a partner last May from Savills, where he worked for 17 years and ran the investment team, and says his aim is to make Allsop's investment team one of the top five in the next five years. The West Ham fan runs and plays golf if he can get any time away from his three children, aged eight, six and four.

40 SIMON ROBINSON GBR

Simon Robinson (below) this year sold 125 Colmore Row in Birmingham for Standard Life Investments for more than £60m.



Birmingham's most colourful property character, who admits he does not like to work past lunchtime on a Friday, has enjoyed a varied career working in London, New York and Hong Kong before returning to Birmingham in 2003 to set up agency GBR with former colleagues Steve Benson and John Griffiths. He has quickly established himself as one of the most liked and respected investment agents in the city.

41 FIONA HAMILTON KING STURGE

Fiona Hamilton sold Hamilton Glen, the agency she founded with Maurice Glen in 1991, to King Sturge this year. She has always had a business life one step removed from property. She was a franchisee for Morgan, the French fashion retailer, and last year she collaborated with her cousin to open Fifi & Ally, an organic food restaurant in Glasgow, to add to her restaurant and shop of the same name in Princes Square, Glasgow. She was the first agent to tempt Sir Terence Conran to open a restaurant outside London in 1999, when she acted on behalf of Frogmore to persuade him to open a Zinc Bar & Grill in the Triangle, Manchester.

**42 DOUG SMITH
CB RICHARD ELLIS**

Doug Smith was involved in the largest development financing deal in Scotland last year, securing £330m of investment from Tritax and Bank of Scotland for an office and industrial park in Lanarkshire called Maxim Office Park. The Edinburgh-born chairman of CB Richard Ellis Scotland, who is also on the board of the Irvine Bay Urban Regeneration Company, oversaw the purchase of Paul Gee & Co to expand CBRE into Aberdeen.

**43 DAVID BAROUKH
DAVID BAROUKH ASSOCIATES**

The credit crunch has not slowed business for David Baroukh. Recent deals include the purchase of the 640,000 sq ft distribution unit let to Argos in Staffordshire for £66m. Baroukh set up his investment practice in January 2003 after working at Singer Vielle. Since then his firm has transacted around £1.25bn – an average of a deal every seven working days. He has acted for the likes of Dawnay Day and Tony Khalastchi.

**44 SIMON BLAKE
CB RICHARD ELLIS**

Focusing on the industrial and office markets, Simon Blake was last year involved in the sale of the logistics arm of industrial developer Parkridge to ProLogis. The Chelsea supporter has been head of business space at CB Richard Ellis for two years, following the company's acquisition of consultancy Holley Blake, which he ran with Simon Holley two years ago.

Blake enjoys tennis and golf when he is not following the Blues to Moscow.

**45 DANIEL
MENDOZA
EREIRA MENDOZA**

With his team, Daniel Mendoza (right) completed the £175m purchase of the 591,000 sq ft East India Dock complex in London's Docklands for Asif Aziz's Golfrate two years ago. Creativity inspires the co-founder and principal of investment agency Ereira Mendoza and his success often relies on his ability to forge and endure new relationships in the people-driven world of property.

**46 RICHARD MOFFITT
M3**

In the last 18 months Richard Moffitt has advised on deals such as Goodman's £600m acquisition of Rosemound, one of the largest-ever sheds corporate deals. The former rugby professional who played for Fylde and Bath in his day, Moffitt set up industrial firm M3 in 2000 with partners Simon Milner and Steve Moriarty.

**47 JOHN RODGERS
DRIVERS JONAS**

John Rodgers pushed through a £30m sale of four legal & General distribution units at a yield of around 6.6% when the credit crunch started to hit last year. As head of industrial investment at Drivers Jonas, he says his experience at Land Securities helps him know what clients, such as the Crown Estate, Schroders and Legal & General, are looking for.

**48 ASHLEY HUDSON
KNIGHT FRANK**

Despite the credit crunch, Ashley Hudson (above) has enjoyed a successful year at Knight Frank, exchanging on Christmas Eve one of Birmingham's biggest deals of 2007 with the £45.2m purchase of Alpha Tower for Catalyst Capital. Before the credit crunch, he was also one of the pioneers in encouraging investors, including Threadneedle, Prupim and Standard Life, to forward-fund speculative shed development.

**49 SUE CLAYTON
CB RICHARD ELLIS**

Sue Clayton (below), one of the first female equity partners at CB Richard Ellis, was involved in the purchase and sale of Brixton's £675m Industrious portfolio. She first joined the firm more than 20 years ago as a graduate trainee and says being a woman in the industry has worked to her advantage, as has a straightforward approach to her clients, which include CB Richard Ellis Investors, Goodman and Brixton.

**50 KER GILCHRIST
KNIGHT FRANK**

Scotland-born Ker Gilchrist (below) has been at the forefront of some of London's biggest deals. He was involved in the purchase of the Gherkin in the City of London and the sale of the Adelphi on the Embankment. He loves to ski but has been too busy as the head of West End investment agency at Knight Frank to take as many skiing holidays as he would like. Understanding and interpreting the client's needs has worked in his favour while working with companies such as IVG and the Crown Estate. His key to success in property and life is patience.

